

## COATS FOR SMALL GIRLS

SPRING AND SUMMER WRAPS  
PRETTY AND VARIED.

Fine Lingerie Models Smart, but Impractical—Tub Materials—Silk, Lace and Wool—Some Tailored Severely—Lace and Embroidery Trimmings.

The coats for small girls are more than usually attractive this spring, for though the lines remain much the same, details and materials vary and an exceeding coquettishness is the order of the day.

Fine lingerie models are as smart as they are impractical, and wherever modest garments for children are shown one finds these dainty sheer coats, fresh, charming, summery, calculated to muss and soil with distressing readiness, but undeniably suited to babyish wear. All are elaborated with fine handwork, but some are more intricately adorned

missable, though nothing else is ever so dainty and as essentially childish as these three.

Chic little coats in beige tones are made up in broadcloth, Bedford cord and other wools, and the soft dull blue and rose and brown shades are liked. Some extremely pretty models are in brown and white, white braiding or white embroidered collars and cuffs of piqué or linen, lightening the somewhat warm tones of the modish brown.

White braid is good too on the rose and blue shades, but of course it makes the coat less serviceable because more easily soiled, and the more practical models confine themselves to self-color or adjustable white collars and cuffs.

Some very cunning coats of red serge are attractive offerings for general utility purposes, looking childish and yet being dark enough not to show dirt quickly, and there are good models too in dark blue serge, brightened by a little red or light blue and gold or white, but as has been said all these colored coats are for children a little older than the tiny girls for whom the sheer lingerie coats of the sketches were designed.

For children from 4 to 6 there are knowing-looking little tailored coats cut on the same general lines as the top coats of their elders, stitched, strapped and buttoned with uncompromising tailored severity; and, occasionally they have plush collars of velvet or of corded silk in a shade darker than the coat, by way of relieving note.

Models of this style in khaki brown, beige and in a warm dark blue, with white

## SUMMERHOTELSALESWOMAN

WORK THAT PAYS ONE GIRL'S  
WAY THROUGH COLLEGE.

Collects Her Fancy Goods Through the Winter and Disposes of Them at the Resorts on Commission—Best Work She Reports Comes From the South.

A girl who is paying her way through college earns money during the summer by selling fancy work at fashionable hotels. The fancy work is collected from various sections of the country and she receives a certain per cent. on the sales made besides her expenses.

"The work is not only profitable but pleasant," the young woman told the reporter. "Some of the best friends I have come to me as purchasers. This is my fourth summer and as I have returned each season to the same hotels I often meet the same people. Many women have assured me that they never buy fancy work from any one but me, and they certainly get enough to make me feel that they tell the truth."

"Besides the sales made at the hotel I receive several hundred dollars worth of orders each summer and often through

odor of the long leaf pine. Fifty dollars to a girl in the South who is tied to her chair seems a small fortune. It not only supplies her with all the reading matter she wants and which she loans around the neighborhood to her friends, but enables her to enjoy herself and give little presents to the members of her family."

"Most of my embroidery comes from Mexico and the Southern States. It may be because the climate in the South is not conducive to very vigorous exercise that the women do such beautiful needlework. I don't know the reason, but I know I get the work. Nothing I handle sells better and is harder to get than Minorcan work done in Florida. This variety of needlework is so called because it was introduced by the Minorcan women who came over as settlers when Florida was still a colony. They were high class Spaniards, so I have been told, who by some fraud on emigrating to Florida found themselves enslaved. This story may or may not be true, but the work attributed to the women is such as is only done by Spanish and Mexican women of leisure, taught by nuns in the most exclusive convents. I handle only the finest grade of Mexican drawn work and embroidery. I get this work direct from the convents and homes where it is made."

## SHE WANTS TO BE FEMININE

FAULTS THE BEAUTY SEEKER  
WORKS HARD TO CURE.

New Method of Massage for Chin—The Neck—Necklace Massage for the Neck—Japanese Way of Pinching the Arms—Secret of Rubbing Out Wrinkles.

The beauty seeker devotes two hours of each morning to making herself look feminine. Her new hat tells her, among other unpleasant truths.

That her chin is too hard and square. That she has in her endeavor to hold her head erect developed a muscular appearance in her neck.

That her throat is heavy instead of being delicate.

That her flesh is opaque and masculine instead of being feminine and transparent.

She sits patiently in front of her mirror working upon her neck, chin and throat. The method of making the feminine form still more feminine is described by a woman who has been taking the treatment the last two months.

"Mine was an aggravated case," says she, "for the reason that I had reduced my weight this winter and the result was a corresponding degree of muscularity. For each pound I took off I seemed to add a pound of muscle. My chin looked as though it were cut out of stone, while my neck had a wooden appearance."

"So I went to work. I first took my chin and gave it the new massage for the chin. To perform this massage is an art. The worker must seat herself upon a low chair in front of a wide mirror. She must have a cushion on which to rest her elbows and the mirror must be placed so that the broad light falls upon it."

"It is a peculiarity of this kind of massage that no one but the owner of the chin herself can perform it, and another feature is that it requires some artistic ability. You must be able to see your chin not as it is but as it ought to be."

"I begin the massage by placing all four fingers in the middle of my cheeks and my thumbs under my chin. Then I lightly but firmly rub upward. I press the flesh and roll it along under my thumbs until I can feel it rising in my cheeks. Then, before it has had time to settle again, I give another upward motion with my thumbs, and so I keep on until I feel my chin getting more slender and feminine looking, while my cheeks grow plumper."

"For softening the muscles of the neck and restoring its outlines I know nothing better than the English method sometimes called the necklace massage. It is specially designed to reduce the size of the throat and make it fit one's neckline."

"This massage is best done with the palm of the hand or the inner surface of the fingers. The motion is neither upward nor downward. It is slightly oblique, running from the collarbone toward the ear. The flesh must be warmed with hot water, then spread with oil and then rubbed obliquely."

"When doing this kind of massage I make it a rule to count. I do fifteen strokes with the right hand, then fifteen with the left hand. For a change then I massage my chin or I tackle the heavy part of my arms."

"No matter how delicately I dress my arms with lace they look heavy unless I can take off the lumpy muscular appearance which comes between the shoulder and the elbow. For the glorification of the arms I have never seen the equal of the Japanese massage."

"It is a soft though firm pinching of the flesh in a way to make the arms tingle and the skin burn. I pinch my arms, working from the elbow toward the shoulder, and when I have gone over a certain area I begin again. Beginning over again is the secret of success in massage."

"The principle of beauty massage was explained to me in this way: Massage is really only a method of exercising the flesh. The woman who washes at the tub all day and hangs out clothes does not need arm massage; but the woman who does nothing more serious than hold a look when she goes out to walk on the avenue will need some sort of flesh massage if she is going to keep her arms nice."

"There is no best of my belief. Only one way to treat the lump of fat at the back of the neck. I learned the method last winter and have been trying it ever since. I was told to get a long strip of old fashioned coarse woven linen and to sew it across the back of my neck at night."

"I found this so rough that I used a piece of coarse Turkish towelling instead. The towelling is lighter and it gives a little. I sew it across the back of my neck at night."

"I pull the towel until my right arm is stretched at full length. Then I slowly pull it back with the other hand until my left arm is stretched out at full length. I keep doing this until the back of my neck feels a little sensitive. I am careful to stop before I have taken the skin off."

"It is hard to tell another person how to massage, but here are some general observations."

"In rubbing out wrinkles massage always across the wrinkle. Never go in it or parallel to it, but right across it, either obliquely or at right angles."

"In massaging wrinkles and little lines use only the finger tips. Let the stroke be light but sure."

"In pounding off lumps of fat, as in the back of the neck, be careful not to bruise the flesh, but use the flat of the hand if possible. Even if awkward it will be good exercise."

"When one reduces one's weight there is always danger of a baggy chin; but in spite of it a wrinkled appearance on the real and permanent harm results. The skin will gradually tighten up and the face will be shapely as before; but it does take time for the skin to tighten, and meanwhile there is nothing but patience and massage."

Manufacturing War Relics.  
Innabrock correspondence from Wall Gazette.

With the approach of the centenary celebrations of the famous Tyrolean fight for freedom a new industry has been created in Tyrol. Every veteran's association has formed a club in the land is preparing some kind of festival at which historic guns and flags and other emblems will be displayed.

Unfortunately, these relics have become rather scarce in the hundred years since they were captured since the war, but undaunted by this trifling circumstance the ingenious peasants are setting to work to make their own relics.

This enterprise they have developed for some time as a duster, and then after being carefully smeared over with grease on both sides is put up in the garage where the grain is stored. In a very few days the mice have made some artistic "bullet" holes in the flag, which is then hung up in the garden. The sun does the rest, and a faded and tattered flag of really venerable appearance is the result.

The village blacksmiths have shown no less cleverness in making historic cannon, and there is no reason to fear that the centenary celebrations will suffer from any lack of relics of the war.

Overcoming the Difficulty.  
From the London Evening Standard.

The time table of a south of France railway announced that "half tickets for children are not issued on this line." In the case, however, of two children of one family travelling together a single ticket will be sufficient for the two. Should the family consist of only one child application should be made to the booking clerk who will issue a portion of a ticket at a moiety of the usual fare.

## Arnold, Constable &amp; Co.

Dry Goods—Carpets—Upholstery.

## Artistic Upholstery Stuffs

For Summer Homes

AT MODERATE COST.

Exclusive Designs in Cretonnes.

Light Weight Silks for Draperies.

Figured and Plain Linens. Dutch Prints in Curtains and Covers. Lace and Muslin Curtains. Slip Covers, Shades and Awnings.

## Carpets.

New fresh stock of

Japanese and Chinese Mattings and all descriptions of Floor Coverings and Porch Rugs for Summer Furnishings, Brussels Carpets in Light Summer Effects.

## Domestic Rugs.

English Art Squares in two toned effects.

## Oriental Rugs

## Lyons Novelty Silks, Satins, Crepes and Gauzes.

MOST ATTRACTIVE SHOWING OF HIGH CLASS DAMAS, HAND PAINTED SATIN BROCADES, MOIRE IMPER, MOIRE MARILLIENE, STRIPED MOIRE ANTIQUE, CACH, DE SOLE, CREPE CHARMUSE, SATIN CREPE METEOR, SILK AND SATIN FOULARDS, ROUGH ORIENTAL SILKS, COTTELE PONGEES.

White Silks and Satins for Wedding Gowns. Novelties for Bridesmaids' Dresses.

## IMPORTANT SALES

## Colored Dress Linens.

10,000 YARDS, 36 INCHES WIDE, THE SAME HIGH GRADE IMPORTED QUALITY AS RECENTLY SOLD BY US. Assortment includes the most fashionable tints of helio, mulberry, amethyst, old rose, blue, pink, biscuit, green, grey, brown, leather, natural and white. Regularly sold at 50c. per yard

.28

## Tea Cloths and Scarfs.

An Importer's Stock—One-Half Regular Prices, of medium grades, lace trimmed, drawn work and scalloped and eyelet embroidered. TEA CLOTHS, 1.00, 1.15, 1.25, 1.50, 2.25 SCARFS,

## Pure Linen Handkerchiefs.

MEN'S PLAIN HEMSTITCHED, 1/4, 1/2 and 1 inch hems. Values \$4.50 and \$5.00 per doz., 3.00  
WOMEN'S INITIAL, with wreath. Value \$3.50 per doz., 2.25  
WOMEN'S PLAIN HEMSTITCHED, fine sheer, 1/4 and 1/2 in. hems. Value \$5.00 per doz., 3.00  
WOMEN'S PLAIN HEMSTITCHED, 1/4 in. hems. Value \$3.00 per doz., 1.80

## Women's Gauze Vests.

GAUZE LISLE, low neck, plain or crochet fronts with medallions. Regularly 50c., .35  
GAUZE PURE SILK, hand made tops. Regularly \$1.50, 1.00

## Men's Hosiery.

REAL IRISH GAUZE BALBRIGGAN, black, hand embroidered insteps. Usually \$1.25 per pair, .75  
PURE THREAD GAUZE SILK, black, double cotton soles. Usually \$1.40 per pair, 1.00

## Strips of Embroideries.

A large variety of fine embroidery strips, of nainsook, cambric and Swiss, in lengths of 1 1/2 to 3 1/2 yards, AT LESS THAN ONE-HALF THE ORIGINAL PRICES. 25c. to 1.95 per Strip.

## Moire Sash Ribbons

6 INCHES WIDE, fine quality and finish, suitable for millinery, hair and sash; choice variety of newest colors. Regularly 40 cts. per yard, .28

## Bon Ton, Adjusto and Royal Worcester Corsets.

Complete stock of the latest models to suit all figures.

## Women's Dresses and Wraps.

Most attractive assortment of Tailor Suits, consisting of Marquisette, Rajah, white and striped serge, grey light weight French serge and pongee of high class workmanship and best models. FOULARD DRESSES, our own select fabric, 32.50, 45.00  
PONGEE MOTOR COATS, adjustable satin collar, 25.00  
BROADCLOTH CAPEs, evening shades, 16.50

## Fine French Lingerie.

Complete wedding Trousseaux in sets and separate pieces, exquisitely hand embroidered and hand made, entirely new models adapted to present mode of dress.

GOWNS, hand made and embroidered, 4.95, 5.75, 6.25  
DRAWERS, hand made and embroidered, 1.50, 1.75, 2.00  
COMBINATIONS, corset cover and skirt or drawers, 4.75, 5.75, 6.25  
UNDERSKIRTS, hand made and embroidered, 1.85, 2.50, 2.85  
FRENCH PERCALE SKIRTS, hand made and embroidered, 4.95, 6.50

## Broadway &amp; 19th Street.

NO EXTRA  
CHARGE  
FOR IT

Advertisements for THE SUN and THE EVENING SUN may be left at any American District Messenger office in the city.



LINGERIE COATS FOR LITTLE GIRLS.

than others. Fine hand tucks, insert laces, delicate hand embroidery all play their part and many of the loveliest models but by no means the least expensive, have only the hand embroidery and embroidered scallop edges for ornament, no lace being added to the design.

Occasionally one finds a model other than the straight full coat with deep collar, but the prettiest things are on the latter order and the departure from it lies in babyishness what they gain in originality. The model illustrated here with slightly shaped waist and wide shiny lace bordering the fronts is a fine and beautiful little coat, but it has not the charm of the models of straighter line.

More serviceable coats of tub materials are made up in pique, the soft French pique, of white or pink or blue, often with hand embroidery of white and yellow edges embroidered in white, and there is a pique with the honeycomb or check weave, which makes up very prettily. Real shiny lace and baby Irish are used upon the pique when lace is required, the heavy Irish crochet beading, giving good effects in simple models. White pique, embroidered in color, is seen but is less desirable for all around use than the all white.

In silk coats for the very little girl one finds rather more variety than usual. Some adorable little models are shown in delicate pink shantung, tussor and other pongee weaves.

These are made up very simply, often with a view to laundering, for the material will launder excellently if proper care is taken to avoid fading the delicate color. One straight little model, full from armpits, is bordered by plain hems feather stitched by hand in white and has a deep collar of hand embroidered lingerie and Valenciennes lace.

Another has a collar of the silk, with baby Irish insertion set just inside the hem, and still another has edges of tiny scallops embroidered in white and a design of hand embroidery bordering coat and practically covering the collar.

Bengaline is a silk favored for dressy coats for children, and as a rule made up upon lines somewhat severe, with a little hand embroidery or heavy lace for trimming. Some pretty models are quite plain, with only lace collars and big pearl buttons for relief. The heavy Ottoman silks in the patterns soft quality and Bayadere lines make very handsome plain coats.

Strong wool materials too corded weaves are frequently chosen for the child's coat, and the season offers a large assortment of these corded or cotelé weaves. A smart little coat shown by a Bedford cord, trimmed in wide white silk braid and fastening with white braided buttons, and another is of light blue corded wool, with a military looking trim of narrow white braid loops and buttons down each side of the front and on the sleeves.

For small girls past the first short jacket colors other than the traditional white and pink and blue are ad-

pearl buttons or with pearl buttons matching the cloth have been very successful in one house devoted to children's interests and this same house has turned out very jaunty little plain coats of the popular black and white shepherd plaid or block check which succeed in looking childish in spite of their sombre coloring.

Another model launched by this firm is a straight coat of piqué with collar and cuffs embroidered in English openwork, scalloped and buttonholed, and a scarf of satin ribbon run through wool embroidered eyelets in the piqué at the waist line and knotted at the left front.

## STORIES OF BURIED TREASURES.

## Wealth of Jewish Priesthood Concealed in London Ruins.

From the London Globe.

The actual historic instances of treasure trove and the Old World ceremonial involving "crown's" quest have to decide the legal rights are to be found in any text book on the subject. More interesting, with a certain fascination of romance, is the reflection that even in our own country there are probably numerous buried hoards. One cannot always ignore tradition, and throughout the length and breadth of the land are to be found old legends of hidden treasure, sometimes guarded by a curse, sometimes by a probability almost amounting to certainty that valuables were hidden by the Romans, and even more probably by the Romano Britons. The treasures of the Incas and of pirates such as Kidd are still existent in theory; the buried wealth of India is among the rudimentary facts known to all students of the East.

But perhaps most startling and alluring of all is the theory that among the treasure trove to be at some time recovered from Persian sands or ruins are the Sacred Breastplate and the mysterious Urim and Thummim of the Jewish priesthood.

the year get orders by mail. Of course turning them over to the right workers is a simple matter. At first I did have some difficulty in keeping the work sent in to me up to the proper standard of excellence. It doesn't pay to handle any but the best grade in the hotels where I make my headquarters. When your work is the best of its kind you can ask the highest price and get it.

"Besides my expenses I get 10 per cent. on all sales made. Of course there is no telling how much my expenses will cost each consignor, but it is seldom that it has ever gone above 2 per cent. making 12 per cent. to be deducted from the selling price of each article sold. That may seem a pretty high rate but when one compares the prices which I get for the work with the prices which the same work would fetch in the neighborhood where it is made they would see at once why I am able to get together such a large and varied assortment."

"A knitted quilt for which I readily received \$100 last season would only have brought \$10 in the market available to the maker. It was made by an elderly woman in the South, and when I sent her back \$50 within two weeks after receiving the quilt she wrote me that she was the most astonished person in the world. Besides selling that one I took orders for two more which I shall have in hand when I start out this summer. For an invalid girl in the same section of the South I sell from \$50 to \$60 worth of baskets made of pine needles each year. She writes me that there is no sale for them either in her neighborhood or in the city nearest which she lives. I get from fifty cents to a dollar apiece for them. While there is not much variety in these baskets and I doubt if I could sell very many more than I do they are very pretty to look at, convenient as receptacles and retain for months the